



GLEN CANYON NATIONAL RECREATION AREA BUSINESS MANAGEMENT UPDATES

Service Providers Program

The service provider program is a pilot program that offers business entities an opportunity to become affiliated with the concessioner in providing visitor services within the concessioners' land assignments. The program is developed and managed by the concessioners after the approval of the National Park Service. Affiliated service providers operate under the direction and guidance of the concessioners and aid in the delivery of incidental and supplemental customer services. The program makes available to the concessioner an opportunity to work with other qualified business entities providing quality services in a manner that supplements and enhances the concessioner's ability to perform its contractual obligations. The NPS sees this opportunity as a win for the visitor who experiences quality and consistent service delivery seamlessly applied during their Glen Canyon National Recreation Area visit. At this time, boat piloting is the only authorized activity under this program which allows businesses to provide piloting services within the concession land assignment at Wahweap. Additional information is available from ARAMARK at 928-645-1026.

Incidental Business Permits (IBP)

New permits are being mailed to existing business partners for IBPs for boat caretaking, minor incidental boat repair, small watercraft launch and retrieve, large watercraft launch and retrieve, and land tours. Additional permits for other types of IBP activities are being finalized and will be mailed out soon. The new permits clearly outline, in provisions and conditions, the requirements necessary to do business within Glen Canyon National Recreation Area.

Fees for the permits include \$125 application/processing fees, \$300 permit fee, \$5 for each vehicle/vessel commercial permit, and \$5 for each additional employee identification badge (the first two are included in the cost of the permit).

Brokering

In the past boat brokering services have been operating unauthorized and uncontrolled for vessels located in permanent storage (slips/buoys/dry storage) within Glen Canyon National Recreation Area (NRA). In many cases the practice of selling moored vessels included the unauthorized sale of the slip or buoy, which is NPS property assigned to the concessioner to rent to the public.

The management of boat ownership transactions will result in the decline and potential elimination of the sale of vessels solely for the purpose of acquiring a slip and/or buoy and individuals/companies profiting from the unauthorized brokering of slips, boats and shares of boats within Glen Canyon NRA. In addition it will allow us to ensure the fair treatment of visitors utilizing these services and consistently apply standards for the management of boats.

The brokering of vessels is one of many contractual rights that are authorized by the NPS to concessioners within Glen Canyon NRA. Current authorized brokers within Glen Canyon NRA are ARAMARK and Antelope Point Holdings, LLC.

The National Park Service has approved a negotiable brokerage fee for park concessioners up to 10% based on the services provided. More information can be obtained at 928-645-1039 or at www.lakepowellmarinas.com.

Dry Storage, Slips, and Buoy Agreements

ARAMARK has consolidated this process into one office and has mailed out the new boat storage licenses to all boat owners. For additional information contact Janet Sebesta at ARAMARK at 928-645-1019.